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the Conduit

Minority and Women's Business Enterprises Division

January 2009

Edition

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2009 Business Spotlight

Congratulations to JB Graphics, Inc.
the featured business of the month!

JB Graphics Inc.
10302 N. College Avenue
Indianapolis, IN 46280
Phone: 317.819.0008
Email: jane@jbgraphicsinc.com



Jane Berry is the president of JB Graphics Inc. which was established in 1993 and is certified as a Women's Business Enterprise in the State of Indiana. JB Graphics Inc. has grown to include local and national accounts of over \$1.5 million in sales!

JB Graphics Inc., offers many services including a full line of printing services for all types of business projects including business forms, stationery, newsletters, publications, and specialty/promotional items.

Jane Berry states, "Getting certified by the state was not an easy job. It took many hours of paper work and details, but it was that best thing that I've done for JB Graphics Inc. I feel like the State of IN MWBE department did the homework on my company and the prospective clients get to reap the benefits. My advice to any MWBE company out there is to take care of your clients because customer service is so hard to find in this economy."

Congratulations JB Graphics Inc. Keep up the great work!

Deputy Commissioner's Corner



The
Minority and Women's
Business Enterprises

Division remains committed to providing new resources and opportunities to help you successfully do business with the State of Indiana in 2009.

I would like to extend to each of you best wishes and much success in the New Year.

Alice Watson, Deputy Commissioner

Facts You Should Know

Would you like to learn about all kinds of resources, people and opportunities to help your small business grow? If so, visit the Indiana BizCafe. It's so easy, just put a profile online and let the system do the matchmaking based on your business needs. The best part is, it's all FREE! Visit the Indiana BizCafe today! Go to: www.indianabizcafe.com.

Terrie's Tips for Success



Terrie Daniel, Outreach Manager
IDOA MWBE Division

How Do You Define Success?

Now that we have

IDOA MWBE Division to host 2009 Minority & Women's Business Enterprises Resource Fair

On February 26, 2009, from 9 A.M. - 2 P.M. at the Indiana Government Center South, Conference Center, Indianapolis, IN, the IDOA MWBE Division will host the 2009 Minority & Women's Business Enterprises Resource Fair

This event will be an opportunity for minority and women business owners or those who are interested in becoming a certified minority or women-owned business in the State of Indiana to come and gather essential resources from over 35 state agencies, universities, private sector corporations including Cummins, Hunt Construction, Indianapolis Airport Authority, Allison Transmission and the Indiana Stadium and Convention Building Authority just to name a few. There will also be legal experts available for consultation and many banking institutions on hand to discuss loan opportunities and resources they offer MWBE's.

Some of the other things being offered at the 2009 Minority & Women's Business Enterprises Resource Fair include:

- **"Certification Corner"** - All certifying entities in the State of Indiana including the State of IN MWBE Division, IMSDC, MBEC, SBA and the City of Indianapolis will be on hand to assist those interested in certification for their business.
- **"Business Plan Assistance Center"** - Representatives will be available to assist those business owners needing assistance completing their business plan.

This event is free of charge but limited space is available.

Registration is required and is available from January 5, 2009 - February 23, 2009. To register, please visit www.in.gov/confreg.

Minority Female Firms Outpace All Others

Businesses owned by minority women are growing faster than those owned by men or non-minority women. Women of color are establishing businesses at twice the rate of their male

entered the New Year, I think it is very important to really sit down and take a retrospective look at 2008. In your business and personally, what were some things that you could have done differently or more effectively? Were you successful in achieving your goals in the past year? How do you define success?

In my opinion, it's unfortunate that in our society we define success by trivial things such as the amount of money in our bank account, the type of house we live in or even the model of car that we drive.

I would like to suggest that success is not dependent on any one of those things I just mentioned but is predicated upon so many other things of substance. I would like to leave you with a thought from Ralph Waldo Emerson to spark your thoughts about how you really define success.

Success - To laugh often and much; to win the respect of intelligent people and the affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty; to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch or a redeemed social condition; to know even one life has breathed easier because

counterparts and more than four times that of non-minority entrepreneurs, reports a new study released by the Commerce Department's Minority Business Development Agency. Minority female-owned firms grew by 57% between 1997 and 2002, compared with 31% for minority male-owned businesses. Female minority firms grew by 57%, whereas all firms grew by 10%. Native Hawaiian and Pacific Islander women-owned businesses grew the most, at a rate of 84%, followed by African American women entrepreneurs, at 75%.

Source: Black Enterprise Magazine

Calendar of Events

February 2009

26 2009 Minority & Women's Business Enterprises Resource Fair
Indiana Government Center South, Conference Center
402 W. Washington Street, Indianapolis, IN,
Time: 9AM - 2PM
Registration is available at:
www.in.gov/confreg/

Upcoming Workshops and Training Opportunities

- Naval Surface Warfare Center (NSWC) Crane will host an Industry Day on Thursday, January 22nd at 1100-1300 Eastern Daylight Savings Time (EST) in Building 3395, Conference Room. The purpose of the event is to exchange information regarding a planned Basic Ordering Agreement for Basic Science and/or Engineering Research and Development services. These services will be supporting electronics-related operations performed in support of tasks managed by NSWC Crane. This procurement will be focused on disciplines in the areas of Strategic Systems Hardware, Conventional Ammunition, Special Operations Hardware, Electronic Warfare Systems, Radar Systems, Energy & Power Systems, Acoustic Sensors, Microwave Technologies, Microelectronic Technologies, Infrared Countermeasures & Pyrotechnics, Defense Security Systems, Electronics Depot, Electro-Optics and Obsolescence Management. This service has not been procured in the past. A more detailed Statement of Work will be provided at which time the actual solicitation is issued. Interested vendors should notify Ms. Gayle Geiger via email at gayle.geiger.ctr@navy.mil by Close of Business January 19th in order to obtain passes and register to attend. A maximum of two individuals per company may attend given space constraints. These individuals must be citizens of the United States to attend the event. Directions to Bldg. 3395 at NSWC Crane are attached.
- The Indiana Stadium and Convention Building Authority

you have lived; this is to have succeeded." - Ralph Waldo Emerson

Wishing you much success in 2009.

Happy New Year!

Terrie Daniel can be reached at tdaniel@idoa.in.gov.

Business Spotlight Submissions

If your business is a State of Indiana Certified MWBE and you would like us to consider featuring your business, please send the below information to mwbe@idoa.in.gov. When making your submission please use the following format in the subject line of your email: Business Spotlight Submission - ABC123 Company. The following are the submission requirements:

All submissions must include the following:

- 1. A .jpg headshot or photo of the Certified MWBE at work*
- 2. About the Owner or President*
- 3. What does your business do?*
- 4. What have been some challenges you have faced as a business owner?*
- 5. What benefits have you gained from being a State of Indiana Certified MWBE?*
- 6. What separates your company from the competition?*
- 7. Word of advise to other MWBE's*

Please Note: Incomplete submissions will be automatically rejected.

Disclaimer: The Office of Minority and Women Owned Business Enterprises reserves the right to edit any content submitted for publication in The Conduit. The selection of the monthly business to be highlight is the sole discretion of the editor of The Conduit. The business that will be featured will be notified by email the day prior to the publication being released.

(ISCBA) is partnering with the Indiana Construction Roundtable to help emerging minority and women contractors become more competitive in pursuing construction contracts. The organizations are planning six workshops at Ivy Tech Community College in Indianapolis. All workshops are free and open to the public. For more information on workshop topics, location and time please visit ISCBA's website at www.in.gov/iscba.

- The Small Business Administration offers free online training courses on "Surviving in a Down Economy" and "Strategic Marketing: How to Win Customers in a Slowing Economy," and "Retool & Reposition your company - How to Prepare a Business Plan."

These courses are available at:

<http://www.sba.gov/services/training/onlinecourses/index.html>.

- Business Ownership Initiative (BOI) and its Central Indiana Women's Business Center programs provide information, tools and resources needed to successfully start, manage and grow a small business. They have recently released their Small Business Education Curriculum. For more information and a complete course calendar and full descriptions and objectives for each class visit: www.businessownership.org.

Congratulations on Your Certification!

The following is a listing of newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises.
As of January 1, 2009

A & M Rubber Stamps	Munster	IN	WBE
A Plus Datacomm, Inc.	Portage	IN	MBE
AAA Cleaning Services, Inc.	Newburgh	IN	WBE
All American Welding Supply, Inc.	Plymouth	IN	WBE
Alliance For LIFE, LLC	Indianapolis	IN	MBE/WBE
Argent Financial Services, LLC	Indianapolis	IN	MBE
Art Store, The	Indianapolis	IN	MBE/WBE
Austgen Recycling, Inc.	Lowell	IN	WBE
Bischoff Performance Improvement Consult	Indianapolis	IN	WBE
Bobbi Warren Productions, Ltd.	Newburgh	IN	WBE
Business Health Plus, Inc	Clarksville	IN	WBE
Continental Welding Supply Corporation	Terre Haute	IN	WBE
CorCom Group, LLC	Indianapolis	IN	MBE
DCS Trucking, Inc.	Clayton	IN	WBE
Diversified Commercial & Industrial Supp	Indianapolis	IN	WBE
Electronic Monitoring Services, LLC	Indianapolis	IN	MBE
Floyd-Hunter Enironmental, LLP	Sullivan	IN	WBE
Giesler Electric, Inc	Valparaiso	IN	MBE
Guidesoft, Inc	Indianapolis	IN	WBE
H. A. Flores & Associates, Inc.	Martinsville	IN	MBE
Impact Specialties & Promotions, LLC	Indianapolis	IN	MBE
Indiana Fair Chance, LLC	Indianapolis	IN	MBE/WBE

About *The Conduit*

The Conduit is a publication of the Indiana Department of Administration's Minority and Women's Business Enterprises Division. This eNewsletter provides the MBE and WBE communities with a forum through which to learn about Indiana certification and business development opportunities, contracting opportunities, workshops, and networking events.

L & R General Contractors, Inc.	Patriot	IN	WBE
Latinus Group, Inc.	Carmel	IN	MBE
Law Office of Darla Y. Williams & Assoc.	Indianapolis	IN	MBE/WBE
Liggon, Inc.	Evansville	IN	MBE
Longevity Institute of Indiana	Indianapolis	IN	MBE
MarCo Appraisals, LLC.	Indianapolis	IN	WBE
MEETINGplan, Inc.	Indianapolis	IN	WBE
Merida Business Technologies	Bloomfield	IN	MBE/WBE
Netwise Resources, LLC	Indianapolis	IN	MBE/WBE
Neumann Communications, Inc.	Indianapolis	IN	WBE
NR Consulting, LLC	Indianapolis	IN	MBE
NR Consulting, LLC	Indianapolis	IN	WBE
NS Services, LLC	Zionsville	IN	MBE
OneSource Distribution, Inc	Michigan City	IN	WBE
Pillow Express Delivery, Inc.	Indianapolis	IN	MBE
Professional Procurement Services Corp.	Saint John	IN	MBE/WBE
R.J. Financial Solutions, LLC	Carmel	IN	MBE
SecurMar, LLC	Crown Point	IN	WBE
SG & Group Security, LLC	Indianapolis	IN	MBE/WBE
Sorby Design Studio	Bloomington	IN	WBE
Stanz Cheese Company, Inc.	South Bend	IN	WBE
Studio A of Indianapolis	Indianapolis	IN	WBE
Team Summit, LLC	Indianapolis	IN	WBE
Traffic Signal Company	Indianapolis	IN	WBE
U. S. A. for Auction Services	Indianapolis	IN	MBE
VP Enterprises, Inc.	Jeffersonville	IN	WBE
Weintraut & Associates Historians, Inc	Zionsville	IN	WBE
Woolridge Impact Marketing Group, LLC	Indianapolis	IN	MBE

For more information on these companies please see the certification listing located on the [Minority & Women's Business Enterprises Website](#)

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IDOA's MWBE eNewsletter, *The Conduit*, is published by the MWBE Outreach Office. Questions about the publication should be sent to tdaniel@idoa.in.gov.

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